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The Single Best Way to Sell Your Home This Fall, Revealed

By Cathie Ericson | Sep 20, 2018



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You may have heard that spring and summer are the top home-selling seasons, and that fall is as dead as those leaves piling up on your lawn. But don't be fooled.

"Fall is actually a great time to sell your home," says real estate agent **Carola Encarnacion** of DJK Residential in New York City. "There's less competition, and the market is still very active."

So if your house is on the market right now, take heart! And heed what many experts say is the one best thing you can do to reel in buyers: Give your home an autumn upgrade with some staging.

To the uninitiated: Staging is the technique sellers use to showcase their home at its best through upgrading [furniture](#) and decor. And celebrating all things autumnal is the way to do it successfully now.

To tap into the fall frenzy, here are some [staging tips](#) that will help your home exude a cozy ambiance that'll get those offers rolling in.

Think autumn, not Halloween



Photo by [Between Naps on the Porch](#)

It turns out that while autumn appears to be fairly universally loved, Halloween is not so much.

“Not everyone celebrates Halloween or will enjoy a [scary Halloween-themed house](#),” Encarnacion says.

If you just can’t resist veering toward the holiday, at least choose cuter, friendlier Halloween décor, like decorated or carved pumpkins, candy corn, and friendly ghosts. (Cobwebs, however, are a no-go.)